



WE ADVISE THE GREAT OF TOMORROW

The meeting of the Major of Poznań with Investors

**What should CEO know about the money from
European Union for their Firms?**



Poznań, 30 October 2008

➤ The agenda



**Information about
DGA**

Introduction



Innovation projects

State help



**Training and
advisory programs**

➤ About as

- We have been on the market for 18 years.
- We are the first public consulting company in Poland.
- We provide a wide range of solutions in the three key areas:
 - business consulting,
 - gaining and running projects financed by EU,
 - management consulting.
- We are one of the leaders in gaining European Union money to support firms and institutions.
- We combine traditional consulting with IT solutions.

We have a lot of very satisfied Clients.



► EU funds for investments in Poland



➤ EU Structural Funds for Poland 2007-2013

Most important areas of financing:

- 1. Innovations in enterprises.**
- 2. Protection of the environment.**
- 3. Development of investment zones.**
- 4. Basic infrastructure.**



➤ Innovations in enterprises

Grants to enterprises towards the costs of:

1. R&D activities (both in-house and contract research).

2. Investments related to:

- ⇒ **implementation of R&D results,**
- ⇒ **setting up new establishments,**
- ⇒ **extension of existing establishments,**
- ⇒ **product diversification,**
- ⇒ **introduction of new technologies in the production process.**



➤ Protection of the environment

Grants to enterprises towards the costs of investments related to:

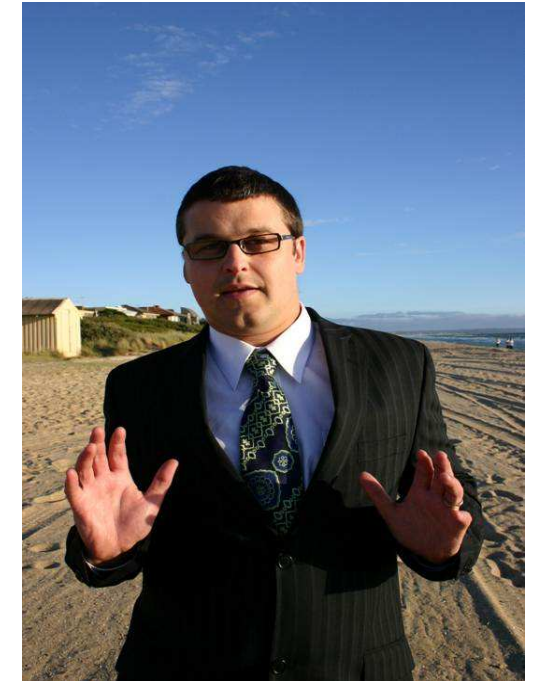
- ⇒ **introduction of BAT,**
- ⇒ **improvements in waste management,**
- ⇒ **improvements in energy efficiency,**
- ⇒ **utilisation of renewable energy sources.**



➤ Development of investment zones

⇒ **Grants to local authorities and investment zone operators towards the cost of development of infrastructure (roads, water and sewage networks, electricity and gas networks, etc.).**

⇒ **Grants towards the costs of establishment and development of industrial parks and technology parks.**



➤ Basic infrastructure

EU funding allows for rapid development of roads, railways, airports, backbone electricity & gas networks, broadband telecom networks, etc.

Improvements in infrastructure make Poland a better place to invest.



➤ Where and when to look for financing?

⇒ **Investment grants for enterprises cover 30-70% of the cost of investment.**

⇒ **Grants for major projects are distributed by the national government (ministries, agencies).**

⇒ **Smaller projects are financed by regional governments.**

⇒ **Applications can only be submitted when calls for proposals are open (usually twice a year).**





• Training and advisory programs





➤ **Where the funds are...**

HUMAN CAPITAL Operational Programme

It's:

- ☒ Assistance for increased level of employment, enhancing the adaptability of employees and enterprises to changes that take place in the economy, investing in human capital, reducing areas of social exclusion, improving quality of public institutions functioning and complex partnership mechanisms, health promotion

- ☒ 11 420 207 059 EUR!

- ☒ 9 priorities (and technical assistance): to be realized simultaneously at: central level (4,3 milliard EUR) and regional level (7,1 milliard EUR)

What is possible to achieve in the scope of training projects:

✓ Vocational trainings and vocational counselling with the aim to achieve new professional abilities or improve them

✓ Implementation of flexible forms of work

✓ Grants for the purchase or leasing of e-learning platforms

✓ Personal, social or professional trainings

✓ Competence profiles

✓ Systematic investigation of trainings needs

✓ Preparation of internal trainers (certification)

✓ Preparation of beneficiary's project teams

✓ Trainings dedicated to the staff managing or other employees (general and/or specialist)

✓ Assistance for project partner

Funds available for enterprises – HUMAN CAPITAL Operational Programme

Priority 2 Development of human resources and potential of enterprises

Activity 2.1 (implemented by Polish Agency for Regional Development, interregional character)

- ➔ Interregional training projects (open and close)
- ➔ E-learning trainings

From 15th to 23th of July 2008 Polish Agency for Regional Development received 875 application forms for huge sum of money: 2.285.309.605,55 PLN
(approved allocation for 2008 : 400 mln PLN)

Next call for applications – January 2009



Activity 2.1.1. Development of human capital in enterprises

Project value:

- Minimal value of the project 400 000 PLN, maximum 20 million PLN (open projects and post-graduate studies).
- Minimal value of the project 400 000 PLN, maximum 15 million PLN (close projects).

Types of projects:

- Interregional close projects (trainings and counselling) for employers or groups of employers and for employees. **Condition** - The Beneficiary needs to possess organizational structures in at least 2 voivodships.
- Post – graduate studies.
- National open projects (trainings and counselling) conducted to employers and employees. **Condition** – participation of employees from at least 5 voivodships.

Funds for enterprises – HUMAN CAPITAL Operational Programme

Priority 8: Regional Human Resources For The Economy

Activity 8.1 (implemented by institution indicated by voivodship self-government, regional character)

- ➔ Trainings and counselling to upgrade business, professional competences
- ➔ Trainings and counselling to improve the management, especially in the Human Resources sector
- ➔ Upgrading qualifications and adaptation of qualifications of personnel and staff in enterprises
- ➔ Support in devising and implementing outplacement programs for employers who undergo restructuring,
- ➔ Knowledge transfer – establishment and development of cooperation of employees and researchers aimed at knowledge transfer between science sector and enterprises, in particular by apprenticeship and practical training of: employees in science entities and researchers in enterprises.



Each voivodship has its own appropriations entered in the budget, e.g. Wielkopolska voivodship: 287 million PLN, 2007 – 2008 : 48 million PLN



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We warmly invite you to cooperate with our company

• We invite to our offices:

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